

FILE 65

AMERICAN NURSERYMAN

AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. LVIII No. 6

SEPTEMBER 15, 1933

Per Copy 15c

Tentative Nurserymen's Marketing Agreement

Adopted by the A. A. N. at Chicago, July 1933

1—**Production Curtailment:** That during the fall of 1933 and Spring of 1934 (combined) 25% less plants be propagated and planted than the average of the yearly planting in the Fall and Spring seasons of the years 1930-1931, 1931-1932 and 1932-1933. Curtailment of propagation and planting for the season 1934-1935 shall be subject to determination in the light of statistics of production and distribution compiled as hereafter provided:

2—**Consignment Selling**—No Nurseryman shall directly or indirectly sell stock on consignment.

3—**Grading Standards**—Grading Standards adopted by the American Association of Nurserymen at the conventions of 1923, 1928, 1930, and 1931 shall be adopted.

4—**Terms of Sale**—Terms of Sale shall conspicuously appear on all published price lists, special quotations, acknowledgments of orders and invoices.

a—Wholesale terms of sale shall not exceed sixty days net, with cash discount of two percent for payment within ten days from date of invoice and shipment, or one percent thirty days. Payment shall be defined as payment by cash or current check.

b—Invoices covering stocks shipped in late Fall or Winter months for Spring use may be dated not later than April 1st.

c—Interest at the rate of six per cent per annum shall be charged on accounts from date of maturity.

d—Retail terms of sale shall not exceed thirty days net.

e—Consumers of any class shall not be quoted wholesale prices. Consumers are those who buy Nursery stock but do not resell.

f—The payment or allowance to any customer of secret rebates, credits, or unearned discounts, whether in the form of money or otherwise, is prohibited.

5—**Competitive Nursery Stock**—The trade shall not handle Nursery stock produced by any tax-supported or tax-exempt institutions or organizations, such as state or municipal departments or parks; or by consumers' Nurseries.

6—**Nursery Trade Statistics**—The convention regarded the frequent and systematic gathering and dissemination of statistical information concerning past transactions with reference to the production, distribution, and marketing of its products as vital to the existence of the Nursery industry. It urgently recommended the establishment of an agency for gathering and publishing such statistics, and further recommended that the signers of any trade agreement filed under the Agricultural Adjustment Act agree to furnish such information to such agency as may be designated.

7—**Credit Information**—Some method of collecting credit information was also considered of vital importance to the Nursery trade and its members were urgently recommended to make use of established credit organizations or establish their own credit agency.

The personnel of the Nurserymen's National Planning Committee is: Clarence Siebenthaler, Chairman, Dayton, Ohio; Donald Wyman, North Abington, Mass.; Henry Chase, Chase, Alabama; Paul Fortmiller, Newark, N. Y., and Paul C. Stark, Louisiana, Missouri.

39 STATE ST.



ROCHESTER, N. Y.

American Fruits Publishing Co.

AMERICAN NURSERYMAN ---- September 15, 1933

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce engravings relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. Engravings will be made from photographs at cost.

Advertising—Last forms close (semi-monthly) on the 10th and 25th of each month. If proofs are wanted, copy should be on hand one week earlier.

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L. M. GENINDER
General Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

30 State Street,
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WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Cooperation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

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INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammeled in its absolutely independent position and rates the welfare of the Nursery Trade above every other consideration.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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Vice-President—Miles Bryant, Princeton, Ill.

AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

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WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES—BYRON

Vol. LVIII

ROCHESTER, N. Y., SEPTEMBER 15, 1933

No. 6

Eastern Region Effects Complete Organization

For Administration of Marketing Agreement When It Is Accepted by the A. A. N.—
Inclusion of Hours and Wages in Agreement Overwhelmingly Favored

REPRESENTATIVES of the thirteen states included in the Eastern Regional group, as outlined by the National Planning Committee, having been duly named, a meeting of the Regional Executive Committee so constituted was called by Donald D. Wyman, No. Abington, Mass., of the National Committee, for Wednesday, Aug. 30 at the New Yorker Hotel, New York City. Of the 18 members all but two, representing Vermont and West Virginia, were present together with, as guests, Pres. Lester C. Lovett of the A. A. N., L. C. Bobbink of Rutherford, N. J. and E. L. D. Seymour of the Florists Exchange and Horticultural Trade World. The committee members are: Clarence E. Dow, Bar Harbor, Me.; C. H. Williams, Exeter, N. H.; Harlan P. Kelsey, East Boxford, Mass.; Chas. W. Morey, Woonsocket, R. I.; Nell Millane, Cromwell, Conn.; Morris J. Dee, Newark, Chas. H. Perkins, Newark and E. H. Costich, Westbury, all of New York; A. J. Jennings, Springfield and Frank Schmidt, Millburn, both of New Jersey; Howard Chard, Painesville and Wilber Siebenthaler, Dayton, both of Ohio; J. Howes Humphreys, Chestnut Hill and R. D. Elliott, Evans, both of Pennsylvania; A. E. Gude, Washington, D. C. (representing also Maryland) and Clayton Bunting, Selbyville, Del.

Mr. Kelsey having been unanimously elected chairman and Mr. Costich secretary, Mr. Wyman outlined the business of the meeting as covering the election of an Emergency (later changed to Administrative) Committee of five and the consideration and formulation of a Trade Agreement for the Eastern Region in the light of the suggestions already made and to be made by the several states concerned. A vote was taken on the basic question of whether to include hours of labor and wages in the Agreement, the result being overwhelmingly in the affirmative. Discussion of the provisions of the tentative Agreement is submitted to the various states, paragraph by paragraph, was then begun and continued with brief intervals for lunch and dinner far into the night. A final session of such of the members as could remain was held on Thursday morning when, also, the newly elected Administrative Committee held a meeting.

The latter Committee, whose duties include the actual administration of the Agreement, the investigation of reported violations, the collecting of necessary data from members of the Regional Group, the collecting and disbursing of dues, fees and other funds, and such other duties as may be given it by the Executive Committee, was chosen on Wednesday afternoon as follows: Neil Millane, representing New England; Morris J. Dee, New York; A. J. Jennings, New Jersey; Wilber Siebenthaler, Ohio; J. H. Humphreys, Pennsylvania. Mr. Jennings was named chairman. Mr. Humphreys was designated as treasurer and it was decided that a secretary, not a member of either Executive or Administrative Committee, be engaged to serve both bodies and to maintain suitable headquarters in a convenient, central location, preferably New York City.

Further information regarding this appointment and the location of Regional

Headquarters, together with details of the Eastern Regional Agreement in its final form, will be announced shortly.

During the meeting, on motion of C. H. Perkins, it was voted to strongly urge the National Planning Committee to vigorously protest the establishment by the Federal Government of Erosion Control Nurseries as provided under the Public Works Administration, as material necessary for such reforestation purposes is available on established commercial Nurseries at fair prices; also to vigorously protest the sale of Nursery stock by State Nurseries, and to recommend an amendment to the Clarke-McNary Act to correct this practice; also to inform the Government that contracts at fair prices may be made with established Nurseries for any amount of stock that may be needed; and finally that the above action be taken before work is begun on the proposed new Erosion Control Nurseries.

VIRGINIA NURSERYMEN'S ASSOCIATION

W. N. Roper, Petersburg, Secy.

Virginia Nurserymen, at their annual convention at Arlington August 14-15, devoted the major part of the two-day and one-night session to consideration of the Marketing Agreement and Roadside Improvement.

There was an attendance of 45. This represented a body of men interested in the business side of the Nursery industry.

Prof. F. L. Mulford, Assistant Horticulturist, Bureau of Plant Industry, gave an illustrated talk on Landscape Planting; A. B. Hastings and H. N. Wheeler of the U. S. Forestry Service, gave interesting lectures on Reforestation work being done throughout the United States at this time. These were the only numbers on the program that had to do with the cultural side of plants. "Sales Yard Selling" by E. M. Quillen, Waynesboro, Va., furnished some specific suggestions for disposing of plant products.

The Association unanimously agreed to support the Code or Marketing Agreement adopted by the American Association of Nurserymen.

Virginia had been placed in the Eastern Region by the Planning Committee. A resolution was adopted urging that the state be placed in the Southern Region. It happens that this year the president of the Southern Nurserymen's Association is also president of the Virginia Association, and the chairman of the Executive Committee of the Virginia Association is vice-president of the Southern Association.

The following officers were elected: President, E. M. Quillen, Waynesboro; Vice-president, Fred Shoosmith, Richmond; Secretary-Treasurer, W. N. Roper, Petersburg. These with Owen G. Wood, Bristol; and John Watkins, Midlothian, compose the Executive Committee. Luray, Virginia was chosen as the next meeting place. The sessions will be held on the Monday nearest the 15th day of August 1934.

Manetti Rose Understocks

The Division of Fruit and Vegetable Crops and Diseases, (U. S. Department of Agriculture) of which the Nursery Stock Investigations Section is a part, has for some time been interested in the manetti rose understock situation. We believe we have discovered a reason, not heretofore fully realized, for the unfortunate results with domestic manetti which propagators of greenhouse roses have occasionally experienced in the past. Manetti stocks which are dug before they are sufficiently mature have, in our experimental work, given poor stands of grafts and weak plants, whereas mature manetti has resulted in good stands and strong grafted plants. Too early digging of manetti results in stocks which are not well supplied with reserve carbohydrates, principally starch, for it is in the fall of the year when the plant begins to accumulate these reserves. A simple starch test, described in the report on this work which will soon be published, shows the condition of the plants at the time they are sufficiently mature to be dug and can be relied upon to give good results in the grafting case. It is most important for manetti growers to delay digging their stocks until this danger point has been safely passed.

Cherry Understocks

Other understocks which are frequently dug before properly mature are mazzard and mahaleb cherry. Every fruit tree Nurseryman has probably at some time experienced disastrous stands from his cherry stocks and wondered why. Criteria to watch for in the field and which indicate a safe degree of maturity are: (1) Formation of the terminal buds; (2) Sticking of the bark; and (3) Leaves easily separating from the stem.

The experimental work on storage of Nursery stock has brought to light some interesting information regarding rose storage. Boxed lots of roses were made up, using peat moss at different moisture contents as packing material, and were placed in common storage and cold storage at various temperatures between 30° and 50° Fahrenheit. A relatively dry packing containing only 40% moisture in the case of peat moss, proved best in holding the plants dormant and in good condition. Forty per cent moisture is quite dry to the touch and is considerably drier than most Nurserymen are accustomed to use. At the higher storage temperatures very marked advantages of the drier packing were evident. At 30° and 32°F. which proved to be the best temperatures, very little advantage was noted in favor of the drier packing. A full account of these experiments is to be published in the near future.

Paramount Nurseries, West Grove, Pa., one of the hosts of the recent meeting of the Pennsylvania Nurserymen's Association, report a very successful year with roses and evergreens. They bud about 300,000 roses and graft about 40,000 evergreens every year. The Nurseries cover 75 acres and were established in 1925.

A. D. Vander Kraats, part owner with A. Vander Kraats, has been in Europe this summer.

P. C. A. N. President Talks Right from the Shoulder

On Price Cutting—Production Control—Unfair Competition By Agricultural Colleges and Florists Who Go Into The Nursery Business as a Side Line

By Theo. Albert, Centralia, Wash., at Pacific Coast Association Convention

OWING to great distances most of us must travel to reach the meeting place, it is possible to meet only once a year. This, coupled with the frequent changes which takes place in the present day business world, makes it almost impossible for the Association as a whole to adapt itself to everchanging conditions. In order to overcome this difficulty, your president suggests that the respective state organizations select one man each to represent them at a meeting to be held in January of each year at some central point, and that the findings of this meeting be sent direct to each member of the association. This would not only bind us together more closely but would also point out and provide some vital objective upon which the association as a whole could deliberate and decide the course to be taken the following year. This would also be a vital factor in helping us to overcome many of the difficulties which spring up so suddenly as to leave the individual most bewildered.

The Nursery business, in common with most all other forms of business, has for years been cursed by participation in the competitive struggle of weaker personalities who had no real understanding of their own costs of production. Accordingly most of the reckless and senseless price cutting was based on sheer ignorance of the factors contributing to business success. The more careful managers were harassed by competition with economic illiterates who in the process of self destruction tended to break down the standards of the entire industry.

Price Cutting

Price cutting is sorely overdone in our line of business, and open to serious doubts as to its beneficial results. For instance, if a customer has use for only one Pyramidal Arborvitae which is offered at say \$2.50 and the Nurseryman offers to sell him two for \$3.00, the ultimate result will be that the customer bargains until he gets the one he is after for \$1.50 with a corresponding loss to the seller. If you had just finished a good dinner that cost \$1.00 and the management of the place offered you another one to be eaten at once for an additional cent, would you accept the offer? There is just so much business to be had, and unwarranted price cutting does not increase the sales volume enough to make up for the losses incurred in such practices. I fully appreciate that price cutting was brought about by the conditions of business in general and overproduction on the part of the Nurseryman. Bearing this point in mind, I would suggest that the convention give the matter of overproduction serious study. By doing so we will not only help ourselves as individuals, but the association as a whole. In this connection it is suggested that the following points merit your careful attention:

- Price Cutting
- Uncontrolled Production
- Excessive and Indiscriminate Credit Extension
- Unregulated Discounts
- Production

Production of Nursery stock to a certain point must be controlled if we are to reap any benefit from our business. Permit me for a moment to digress and give you an example of what uncontrolled production has done to another industry with which you are all familiar.

The lumber industry up to a decade ago was prosperous; uncontrolled production set in with a vim and vigor. It was every man for himself. As a result, other industries with more foresight began to make inroads into the field of the lumber business, taking a large share which rightfully belonged to the lumbermen. Doors and door frames were made of steel, window-frames likewise; instead of shingles, roofs were covered with prepared roofing, wooden laths were replaced by wire netting, beams formerly of lumber are now of steel, and concrete is often used where lumber would be more satisfactory. All this came about because the lumber industry was a very highly individualized state, every man for himself, and you are aware of what became of the hindmost.

Let us ask ourselves in all seriousness whether we are not headed in the same direction and let us take steps at the earliest possible moment to profit by the mistakes of another industry and mend our fences before it is too late.

Agricultural College Nurseries

This matter should be brought to the attention of the State Legislatures as soon as possible. From personal observation I have noticed that if the Nurserymen do any lobbying at all they usually do so near the middle or end of the session. This practice is valueless, as most of the appropriations which affect this work have already been made and are rarely rescinded. It is suggested that your committee be on the job not later than the third day after the Legislature convenes. Immediately contact the chairman of the appropriations committee of both House and Senate, make an appointment when they can appear before the respective committees. In this way there is a chance to acquaint the entire committee of the work the colleges are doing in our line and to show them how they are using the taxpayers' money to compete with a legitimate business. By following this outline we have a very good chance to stop appropriations for such work in the college budget, and thus have this competition eliminated.

Another form of competition, recently started, may become quite strong if not curbed in time. I have reference to the florists branching into the Nursery business as a side line. This evidently has been brought about by the persistent hammering of some of the florists' papers, urging the purchase of lining-out stock offered in their papers. Florists certainly do not wish to have Nurserymen go into their business as a side line. Why not vice versa? A timely suggestion to all of the heads of the florists' associations would go a long way to curb this form of competition.

Central Louisiana Association

All the Nurserymen in this territory met at Poole Bros. Nursery on August 26 to talk over plans in reference to organizing a local Nurserymen's association to affiliate with the Southwestern Nurserymen's Association.

W. C. Griffing of the Griffing Nurseries of Beaumont, Texas, who is on the Planning Committee for the Southwestern Nurserymen's Association, presented the tentative Trade Agreement which was adopted by the American Association of Nurserymen at Chicago on July 19.

Those attending represented over 90% of the Nursery Stock (in volume) grown in Central Louisiana. It was the object of the meeting that a Trade Agreement of this character should be adopted and lived up to by all Nurserymen, as it would be the means of helping everyone to elevate the industry and get a living price for the Nursery stock they grow.

Mr. Poole explained that he had received a letter from a local Nurseryman in Shreveport, inviting him to attend a meeting there on Monday, August 28, with the object of possibly organizing a North Louisiana Nurserymen's Association, stating that they thought it advisable to have a Louisiana Nurserymen's Association where all the local organizations could affiliate in the territory that stock grown in would be more uniform.

All Nurserymen attending agreed that it would be to their mutual advantage and interests to organize a local nurserymen's association for Central Louisiana where they could have meetings every week or two and discuss the Nursery problems that come up

Quarantine Conference Called

In preparation for the conference which has been called by the Department of Agriculture in Washington on October 25 to consider the advisability of modifying the Government plant quarantine regulations, the Committee on Plant Quarantines of The Merchants' Association of New York has called a public hearing to be held in the rooms of The Association in the Woolworth building on Thursday, September 28, with a view to learning the attitude of the local horticultural interests in respect to the regulations as they are now administered.

In recent years these plant quarantine regulations have been the subject of repeated complaints from horticulturists and others. It has been contended that their enforcement has in many instances been in the nature of a tariff measure rather than a plant protection measure, that discrimination has existed inasmuch as certain institutions have been able to obtain varieties of plants which were not made available to the private grower, and that the whole administration has been unduly burdensome, offering an unnecessary obstruction to the business of importers and thus interfering with foreign trade.

The Merchants' Association's Committee on Plant Quarantines in calling its public hearing announced that, in order to aid the Association in determining the position it would take in respect to the numerous questions involved, the widest opportunity would be given to those appearing at the hearing for the discussion of all of these problems. Among the special questions to be considered are:

- (1) Should certain varieties of plants be excluded on the ground that an adequate supply exists in this country?
- (2) Should specific permits for such importations be maintained or should there be a general limitation dependent on facilities for adequate inspection of importations?
- (3) Should distinction between various classes of importers be continued, i. e., scientific, educational and commercial propagators, as compared with private gardeners?
- (4) Should importers be prohibited from marketing certain importations for two or more years after arrival to allow time for pests or diseases to develop?
- (5) Should inspection facilities be provided at New York and other ports with corresponding reduction of inspections at Washington?

The Merchants' Association invites all those who are interested to appear at its public hearing and express their views.

New Tree Planting Tool

A tree-planting tool that is easy to carry and that facilitates planting operations by one man has been developed in the Forest Service of the United States Department of Agriculture.

This tool has a tapered blade 10 inches long, 2 to 3 inches wide, and 3/4 inch thick, with a 5-inch stock having a pistol grip. The sharpened point is of tempered steel. The tool weighs about 5 pounds. Its weight and the shape of its blade enable the user to make clean holes in the ground 10 to 12 inches deep and to close them easily.

More than a thousand seedlings were successfully planted with this tool in a southern national forest under a variety of conditions. The rate of planting was close to 500 trees per man in an 8-hour day. The maximum number of trees planted by a 2-man crew with a large planting bar was 750.

from time to time, especially during the period of the observance of the code, curtailment of planting, standardized grading of Nursery stock, etc., when it will be to the advantage of everyone to keep posted and know how others are handling the Nursery business.

—W.C.G.

How Many Plant Patents Are Valid?

Nurserymen Warned To Acquire Necessary Knowledge of Patent Laws—Present Situation Highly Unsatisfactory—Plant Patent Descriptions Inadequate

By Robert E. Cook, Editor of the Journal of Heredity, Victor Bldg., Washington, D. C.

(Continued from August 15 issue)

Descriptions Inadequate

Inventions in the field of mechanics and chemistry are considered to represent more than machines or compounds; they represent a fusion of the physical and mental, i. e. embodied ideas. Some new varieties of plants unquestionably represent the embodiment of many ideas and ideals which have been striven for over considerable periods of time by their originators. Nevertheless the new variety in its final form differs very definitely in many respects from the embodied idea of the mechanical or chemical patent. In mechanical patents, the idea must be re-embodied in each individual unit produced by manufacturing processes. The new variety of an asexually reproduced plant can be propagated for a great number of generations without any material deviation from the original form, but it cannot be re-embodied by either the originator or anybody else in exactly the same form a second time. The plant inventor cannot "disclose" the method of making his new form, for it may not work the same way the next time. When the inventor of a new machine "stakes his claim" in the patent specification, the problem which confronts him is different from the problem which confronts the variety originator who claims a new form of plant. In one instance the specification is supposed to give directions which any person "skilled in the art" would find adequate to construct the device again. In the case of the plant patent the sole purpose of the specification is to enable the originator or other parties to decide whether a given plant is the form named in the patent. It is evident to any person with horticultural and botanical training that the first need in the plant patent specifications must be an adequate system of description or illustration that will make possible the identification of the patented varieties and their differentiation from other patented varieties and from varieties which existed before the plant patent law went into effect.

When we consider the difficulties that botanists have encountered in describing different species of plants so that they can be identified, when we realize that they have found it impossible to rely entirely on verbal descriptions or illustrations to do this, we begin to see how difficult it is going to be to differentiate by these means varieties within a species, which often differ much less than the natural species of plants. Systematic botanists have had to refer in the end to herbarium specimens of the actual plants to avoid hopeless confusion. Only by some such reference to actual plant material, living or preserved, will it be possible to identify with a convincing degree of certainty the varieties on which patents are claimed. It is altogether improbable that exact identification is possible with the patent specifications and illustrations which now are considered to serve this purpose in the issued patents.

Living Specimens Desirable

The Patent Office many years ago abandoned the requirement that models of devices claimed for patent should be submitted as a part of the patent specification. This was made necessary by the flood of patents which has engulfed the Patent Office in this inventive age. Abandonment of models has not been altogether satisfactory even in the possibly less complex field of mechanical patents. We understand it has resulted in the granting of many "paper patents" on devices which could not be assembled in practice and which would not do the work alleged for them if they were assembled. In the case of plant patents a return to the model of former years seems almost a necessity. This may be done in various ways or in a combination of some of them. It can be done by the creation of plant gardens which contain type specimens of the various patented varieties.

These might be made a branch of existing arboreta or of the plant introduction gardens of the Department of Agriculture. The herbarium specimens of the botanists could very well be adopted and would have the advantage that such specimens would conform to the requirement of the Patent Office that all parts of a patent application must be capable of being stored in a safe. A good herbarium specimen of leaves and flowers would be worth much more than the drawings now attached to the patents and would be much less expensive.

Photographs might also help to meet this situation. Good halftone reproductions of three or more photographs of bud, flowers, habit of growth, etc., would cost much less than the colored drawings now accompanying the patent specifications and would be vastly more useful in variety determination, because good photographs give to the plant expert the actual details on which he bases his variety determinations. In even the best of the paintings which accompany the patents now issuing many of these details are lacking, and in some of them virtually all of such details are conspicuous by their absence.

The Present Situation

There are so many features of this fascinating subject that might be discussed that it is hard to do it justice in the space of a single article. The foregoing only touches on a few of the points which demand consideration if the law is to be a success. To the Nursery industry two matters seem especially important at this time. It should be borne in mind that the decisions of the Patent Office are only the beginning of the administration of the Plant Patent Law. Any of the decisions of the Commissioner of Patents can be appealed to the courts. Until such appeals are taken the final form of the administration of the law remains highly conjectural. With the Supreme Court rests, in the last analysis, the decision as to whether any part or all of the law in its present form exceeds the Constitutional powers of Congress, or is held to be invalid for other reasons. As long as no infringement suits are filed and as long as no appeals are taken to the decisions of the Patent Office these matters have a spurious appearance of being "settled." This is not the case. For example, a decision that mutations were not patentable would invalidate over a third of the patents issued up to this time. A decision invalidating the joint invention patents would render eight or nine patents worthless.

It is most important at this stage that discussion of various phases of the law should be published so that a body of facts and competent opinion will be available when these questions are brought before the courts. When this happens Nurserymen should make every effort to be sure that a fair presentation of the situation is made. All Nurserymen know in what a very limited sense it is true that cultivated varieties are "products of nature." Under natural conditions there are no such varieties as "Silver Moon" roses, "Delicious" apples, or "Marsh Seedless" grapefruit. Nurserymen need to be on their guard to be certain that this fact is adequately stressed when decisions in regard to these points come before the courts.

On account of its large investment in plant varieties the Nursery trade is in a position to insist that the Patent Office give the present law a fair trial. In this day of retrenchment and curtailment of governmental functions, it is perhaps too much to demand that the Patent Office establish a separate Division of Plant Patents. A sub-division with at least one person well qualified to carry on this work, one who is well grounded in the fundamentals of botany and horticulture and conversant with the basic principles of patent law, is an absolute necessity if we are

ever to learn of the possibilities and limitations of the present law. Without such competent administration as might be had under such circumstances, it is almost out of the question to give the patent law in its present form a fair trial. All the other industries which are granted the privilege of patent protection have their interests represented in the Patent Office by specialized and highly trained personnel. The demand for a single person, whose training and inclinations fit him for the administration of the plant patent law, is certainly moderate and just. The Plant industries which have most at stake are in a position to insist upon this need during the time the basic principles of the law are in process of being worked out.

What Nurserymen Should Do

The early experimental stages in the administration of the plant patent law are not yet behind us. The law in its present form probably is by no means perfect. Eventually revision may be necessary, and it may even prove to be true, as some skeptics insist, that plant patents will never prove a success. At present we do not know much about the possibilities and limitations of the present experiment, and we are not in position to know what changes would be in the nature of improvements. Until the present law has been given a fair and thorough trial under competent administration it is hardly intelligent to demand that it should be changed or discarded. The law in its present form seems broad enough to make possible a critical trial of the plant patent idea, and until it has been thoroughly tested, until we know what it means in its present form, it is the height of folly to start all over again, or to abandon the experiment.

What can the Nursery trade do to foster better plant patent administration at the present time? It is very important that Nurserymen who apply for patents (or to whom patents are assigned prior to issue) should take every precaution to be certain that such patents conform to existing horticultural and patent practice. Such obvious violations of patent practice as claiming imaginary "joint inventions" are more unfortunate than describing seeds in stigmas, or claiming that self fertilization is a method of asexual propagation, as one patent attorney did. When the Patent Office rejects plant patent applications on grounds that seem unjustified from the point of view of the Nursery trade, appeal might well be taken to the courts in those cases in which really important principles are involved.

Plant patents may prove to be a great boon to the Nursery industry, but this is only likely to happen if those industries with most at stake take an active and intelligent interest in the law and see that it is given a fair and intelligent trial. Selfish interests are quite likely to seek special privileges under the law or to demand its abolition and the return to the easier piracy of former days. There is much to be done before the plant patent experiment can be called even a qualified success. Whether this is ever done rests with the chief beneficiaries of the law, those who originate and distribute the new varieties of the plants which are the basis of our great agricultural and horticultural industries. It is not likely that outsiders, with little to gain or lose will have the incentives or the knowledge to do this necessary missionary work. It is up to the beneficiaries themselves to see that a good job is done, and done now, during the experimental stages of the administration of the law.

Kelsey-Highlands Nursery Fire—A bolt of lightning struck the pump house at the Kelsey-Highlands Nursery, E. Boxford, Mass., on July 8 and completely destroyed the building and \$4000 of valuable machinery housed therein, including a 500 horse-power motor.

AMERICAN NURSERYMAN

American Nursery Trade Bulletin



CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

OFFICIAL JOURNAL
PACIFIC COAST ASSOCIATION OF NURSERYMEN
Largest District Organization in the Trade
ILLINOIS STATE NURSERYMEN'S ASSOCIATION
Leading State Nursery Trade Organization

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ROCHESTER, N. Y., SEPTEMBER 15, 1933

Ralph Thrall Olcott Founder of American Nursery Trade Journalism

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of the late Ralph T. Olcott, who later founded the AMERICAN NURSERYMAN on broad and untrammelled lines.

"The dean of Nursery Trade Journalists."—John Watson

A Policy Roundly Echoed

"Cultivated Americans, impatient with cheap sensationalism and windy bias, turn increasingly to publications edited in the historical spirit. These publications, fair-dealing, vigorously impartial, devote themselves to the public weal in the sense that they report what they see, serve no masters, fear no groups."—Time Magazine

Sound Distribution

"Distribution has been much stressed, perhaps correctly, by executives, organizations and business analysts as the present main problem of industry. Nevertheless, I am of the opinion that there can be no sound distribution that is not based on sound production.

"To find and serve a market is to presuppose a capacity to produce economically, wastelessly. Buyers have a way of seeking out the producer who best serves them at the factory."—Charles Ault, Auburn, Me.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.

The Mirror of the Trade

LEGITIMATE BUSINESS ASTRAY

Most correspondence and conversation still centers about Code matters and Marketing Agreements for the Nursery Trade. Much of the preliminary work has now been done. Practically all of the trade associations have held meetings and have considered and taken a stand on the proposed Marketing Agreement.

The whole subject now moves along toward a final check-up, revision, adjustment, and completion by the National Planning Committee, with the promise of early presentation to and hearing by the Washington Agricultural Adjustment Administration.

The National Planning Committee during the past few weeks, has been sitting by, awaiting developments as a result of regional Nursery meetings. They are now practically ready to buckle down to work again so as to whip the Code into final shape for government approval.

Meantime groups of Nurserymen meeting in various parts of the country have discussed also other and older problems, not having forgotten them in the excitement of action on a national code.

The State Nurseries problem, reforestation and the Clarke-McNary act are phrases that appear often and prominently in recent convention reports. Association after association has passed resolutions declaring exceptionally strong sentiment for the repeal of Sections 4 and 5 of the Clarke-McNary Act (by the way, Clarke is spelled with an e). The text of the two sections in question is given below:

Chairman E. C. Hilborn's report on this subject (Government and State Nurseries Committee Report, pp. 38-39, Aug. 1, 1933 A. N.) was one of the clearest presentations, of the abuses under the Act, that has recently been made. We suggest that a re-reading of this report be done from time to time, so that there will be no forgetting and consequent negligence to take some action.

When 102,000,000 trees are distributed by state and federal Nurseries in one year (1932), half of which it is reported went into private lands, is it not time that the Nursery industry take concerted action to recover their legitimate business for themselves?

Status Dutch Elm Tree Disease

In a letter to Secretary Philip E. Alden, of the New Jersey Shade Tree Federation, Dr. Curtis May of the Dutch Elm Disease Laboratory at East Orange, N. J., writes as follows regarding the status of the Dutch Elm Disease situation:

"In the latter part of June of this year the first case of the Dutch elm disease

was identified from a specimen by Mr. Richard Walter of Maplewood. There are now about 300 confirmed cases in Essex and surrounding counties in New Jersey. The disease has also been found in Staten Island and Long Island. This increase in the total number of cases apparently has been very sudden, conveying the idea that the disease is spreading like wildfire in this area.

"In my opinion this need not necessarily be the case. We do not know when the disease became established here. However, there is indication that some trees may have been infected about five years ago. We have found cases with a brown discoloration in the sapwood of five years ago that might have been due to Graphium. If this is the case the rate of spread has not been as rapid as one might suppose from the announcements of confirmed cases of Dutch elm disease. We are only now finding what has been gradually accumulating throughout that period.

"It may be that at first there were only a few diseased trees and that these acted as centers of infection for other trees around them. Each year a larger and larger area became involved in a sort of geometric progression until now we seem to have a large area suddenly developed. I have been over the infected area and examined many trees. The symptoms I have seen duplicate in many respects those which some of you have seen or read about in Europe. The naked trunks with a few short stubs that we see here now remind me vividly of what I saw in Europe—miles of elms being felled, all victims of this disease.

"In Europe the disease has continued to spread but conditions there are different than they are here. Each country acted independently and practically without funds. After it was too late laws were passed by some states making the owner of a diseased elm liable to a fine if it were not removed within a specified time after notification. But concerted action was lacking. Above all we must act together and before it is too late in whatever program may finally be adopted.

"Diseased trees have been found at Bound Brook, Paterson, Jersey City, on Long Island, Staten Island and at Rahway. These places mark roughly the borders of the area involved. To eradicate a disease of this character from this area is not an easy task but it is worth trying. Three hundred trees (the number of confirmed cases) is far less than one per cent of the total elms in this area.

"There are probably several times this many diseased trees but even so the percentage is low. The value of these trees, compared to the value of all the elms is of no consequence. The cost of their removal also is insignificant compared to the eventual cost if all the elms die. We have a tremendous task on our hands that every one of us must put our best efforts into."

If we can get people back to work at reasonable wages and increase their buying power, there is no reason in the world why we should not look forward to a greater prosperity than we have ever had before.

Sections of Clarke-McNary Act Which Nurserymen Hope to Have Repealed

Sec. 4. That the Secretary of Agriculture is hereby authorized and directed to cooperate with the various States in the procurement, production, and distribution of forest-tree seeds and plants, for the purpose of establishing wind breaks, shelter belts, and farm wood lots upon denuded or nonforested lands within such cooperating States, under such conditions and requirements as he may prescribe to the end that forest-tree seeds or plants so procured, produced, or distributed shall be used effectively for planting denuded or nonforested lands in the cooperating States and growing timber thereon: Provided, That the amount expended by the Federal Government in cooperation with any State during any fiscal year for such purposes shall not exceed the amount expended by the State for the same purposes during the same fiscal year. There is hereby authorized to be appropriated annually, out of any money in the Treasury not otherwise appropriated, not more than \$100,000, to enable the Secretary of Agriculture to carry out the provisions of this section.

Sec. 5. That the Secretary of Agriculture is hereby authorized and directed, in cooperation with appropriate officials of the various States or, in his discretion, with other suitable agencies, to assist the owners of farms in establishing, improving, and renewing woodlots, shelter belts, windbreaks, and other valuable forest growth, and in growing and renewing useful timber crops: Provided, That, except for preliminary investigations, the amount expended by the Federal Government under this section in cooperation with any State or other cooperating agency during any fiscal year shall not exceed the amount expended by the State or other cooperating agency for the same purpose during the same fiscal year. There is hereby authorized to be appropriated annually out of any money in the Treasury not otherwise appropriated, not more than \$100,000 to enable the Secretary of Agriculture to carry out the provisions of this section.



THE ROUND TABLE

Comment and Suggestion
By Readers For the
PROGRESS OF THE INDUSTRY



Thinks Highly of Expressions of Opinion

Editor American Nurseryman:

Received your issue of September 1 and after reading the publication through am prompted by the spirited letters pertaining to the adoption of a Nursery code, to write to you on the fine way they are presented to the subscribers.

To obtain the views of the various Nurserymen pertaining to the code is certainly good for the head as well as the business.

I say every Nurseryman who is not a subscriber to a valuable trade paper like yours is missing so much that he will surely regret his error later on, if not very soon.

Thank you for your efforts and more power to you in sustaining the interests of the Nursery industry.

J. E. B., Mass.

Thank you Mr. B. We, too, are glad to see a lot of letters from readers. Wish more of our Nursery friends would write in to us, not only on the subject of a Nursery Code, but on all subjects of current issue.

Cites Demoralizing Influences

Editor American Nurseryman:

The Code Agreement adopted by the A. A. N. in Chicago meets with our approval, with the exception of the terms of payment, both wholesale and retail. We find it advantageous at times to extend payments for four to six months under certain conditions. By so doing, we can move stock for the wholesaler that otherwise could not be moved before it was too late.

Of course, being only a small Nurseryman and landscape gardener, our opinion does not carry as much weight as that of the larger concern. The only complaint we have to make is against the following example: A wholesaler comes into our own neighborhood and sells and plants stock at wholesale prices, or less, and demoralizes our legitimate trade. During the past two years our town has been flooded with $\frac{3}{4}$ evergreens at 10 to 50 cents, which did not pay the cost of burlap and nails, much less the cost of digging.

CREST NURSERY
W. M. Peterson

Should Include Cultivation Rules

Editor American Nurseryman:

The Nursery Code, as proposed, suits us as far as it goes, but we hope it can go a great deal further and name minimum prices to be quoted.

Would it not be a good thing to have in the code certain requirements for Nurserymen in regard to amount of care and cultivation given each year, and describe what is a merchantable fruit tree or ornamental? In that way a great deal of old scrubby Nursery stock in small back lots, could be kept off of the market. It is such junk that has hurt the retail trade in past few years.

SIMPSON NURSERY CO.
Monticello, Fla. C. A. Simpson

Would Plant Trees Gratis

At a recent meeting of the Plainfield, N. J., Shade Tree Commission, the newly elected president, William H. Forristel, is quoted as saying: "Take away its trees and what would Plainfield be?" Mayor Wigton expressed his interest in seeing that the shade trees of the city are properly protected. He referred particularly to the Dutch elm leaf disease.

City Forrester Durrant estimated the number of trees along the streets of the city as 30,000 of which about 1500 are elms. He estimated the number of elms along streets and in yards at 30,000. As to the total number of trees in the city, he hesitated to hazard a guess.

"Four thousand trees have been planted by the Commission," reports the Plainfield Courier-News. "A Nursery containing 3000 trees, of which several hundred are ready

for use, is maintained at the joint sewer plant in Middlesex Borough.

"Mr. Durrant," the newspaper report continues, "thinks trees should be planted without charge for people desiring them. He says it may cost \$25 to \$30 to trim four trees for a property owner and perhaps \$75 to remove an old tree. When an old tree is removed a new one is planted without charge. Where there has been no tree the property owner must pay to have one planted. Mr. Durrant said about 650 requests for work at public expense had been received so far this year and that there were about 75 now on hand."

One hundred and fifty-nine cases of the Dutch elm leaf disease have been reported in New Jersey.

Hard on Small Concerns

Editor American Nurseryman:

We are in sympathy with the outline of the Nurseryman's code as a whole. Since we are one of the smaller Nurseries, and have sold our Nursery stock from year to year, curtailing our acreage would be a hardship on us. Then, too, weather conditions in the middle West hasn't been very favorable for strawberries. There will be less than half a crop; not really enough to supply the demand, and since we specialize in strawberries taking the above in consideration makes it quite difficult for the smaller Nurseries.

WESTHAUSER NURSERIES
Sawyer, Mich. W. Westhauser

Southwest Louisiana Nurserymen

On August 28 Fritz Huber, Jr. of the Jennings Nursery had a meeting of Nurserymen in his office in Jennings, Louisiana.

Mr. Huber wrote to and talked with all the Nurserymen in his territory, inviting them to this meeting which was well attended, and at this meeting W. C. Griffing of the Griffing Nurseries, Beaumont, Texas, who is a member of the Planning Committee for

the Southwestern Association of Nurserymen, was present.

At the meeting the Nurserymen's problems were discussed and included the tentative Trade Agreement (code) as adopted by the American Association of Nurserymen at Chicago July 19.

At this meeting they agreed to organize a local association and temporary officers were appointed. Mr. Fritz Huber, Jr., was made temporary chairman and Mr. Cannon of Welsh, was made temporary secretary.

A survey was made at the meeting of the Nursery Stock grown in Southwest Louisiana, and it was decided that over 75% of the Nursery stock (in volume) was represented, and it was the intention of the temporary association to affiliate with the Regional Southwestern Nurserymen's Association and after they have the necessary information form a permanent organization. W.C.G.

Catalogs Received

Willadcan Nurseries, Inc., Sparta, Ky., Wholesale Trade List of 1933, listing Evergreen Trees and Shrubs, and Deciduous Trees and Shrubs.

Thomsen Nursery Co., Mansfield, Pa., Catalog of New and Rare Garden Aristocrats, including evergreens, rare foliage, trees, rockery plants and perennials; also choice standard varieties.

Worth Park Nurseries, Three Bridges, Sussex, England, Wholesale Trade List of Roses, Fruit Trees, Shrubs, Climbers, and General Nursery Stock for Season 1933-1934.

Hcbst Brothers, Inc., 92 Warren St., New York City, agents for T. Sakata & Co., Yokohama, Japan. Catalog listing 1933 crop of Sakata's Reliable Seeds for the Nursery.

A. N. Stallings, 71, Terrell Nursery Co., Terrell, Tex., died July 25, following a lingering illness. Mr. Stallings founded the Terrell Nursery Co., which was under his continuous management for forty years.

Plans for opening a \$25,000 Nursery and florist business in San Mateo, Cal., are being put under way by V. H. Molgaard and Hans Thompsen. A residence on the five-acre tract is practically completed and Nursery stock is being moved in.

WHERE NOW THE NATIVE BLOOMS

The age has passed of nature's beauties' reign.
Plundered are virgin fields of her domain;
With her primeval forests felled and burned,
Her broad unending prairies, furrow turned.
How little here to nature still remains
For native blossoms through the dales and plains!
Those mantles bright and fragrant she spread o'er
The floor of her great province are no more—
Though gems of their sweet beauty now still stand,
They seek seclusion for their scanty band
Deep in secluded nooks hid from the eye
Of all but most inquisitive passers by.

Where now are prairie pinks that springtime bore,
With which June clothed the meadow fields of yore
Bright as the robes of heaven that take flight
Now 'cross the deep blue canopy of night?
They now stand hid with Indian heads for mates
In beds that unkept hedgerows desecrate,
Or they sought refuge on that scanty space
Still left to nature for her flowering race,
Beside the railroad tracks, whose steel bands hoar
Span this, our native land from shore to shore.
Now like the pinks her native blossoms there
All pour their fragrance on polluted air
In their last stand with nature for their own.
E'en this scant space shall soon be lost to them
When they in turn will too be lost to man.

H. J. Baker
(Baker Nursery & Seed Co., Fond du Lac, Wis.)

Southwestern Nurserymen Adopt Regional Code

Marlin Convention Great Success—Reforestation and State Nurseries Problem Not Overlooked—Membership Increased—Cooperative Spirit Prevails

The sixteenth annual convention of the Southwestern Association of Nurserymen, held at Marlin, Texas, Sept. 6-7, had the best attendance in many years. There were over one hundred members and visitors registered, with nineteen new members voted into the association during the sessions. Most of these new members were from the vicinity of Tyler, Texas. Two regional associations affiliated with the Southwestern, these being the North Louisiana Association and the El Paso Nurserymen's Association.

President Baker opened the convention and Rev. Goddard of Marlin gave the invocation followed by the address of welcome delivered by Mayor Cecil R. Glass, who presented the president with a large key to the city. Vice-President Gus Lingner of San Antonio, gave a fitting response. The report of the Secretary-Treasurer, Mrs. T. B. Foster, of Denton, showed a fair balance in the bank.

President's Address

President E. L. Baker, in his address, stressed two topics as of the utmost importance at the present time, viz., Deliberations on a Nurserymen's Code, and the older subject of Government Competition in the Nursery Business. President Baker remarked, in part:

"Immediately following the World War, almost any class of Nursery stock was at a premium. Plantings had been reduced of necessity during the war and it was impossible to supply the demand for most classes and grades of stock. Especially was this true of evergreens, shade trees and other stock that took several years to produce. There was no need for salesmanship or sales campaigns, and the Nurseryman devoted his entire time to the production of more stock. This condition continued to exist until about 1927, when at that time surpluses were beginning to develop in certain items. It was about then that the retail Nurseryman decided that he could grow stock as cheap or cheaper than he could buy it from the wholesaler, and in many instances he grew more than he needed for his own use and put this surplus on the wholesale market. This caused wholesalers, who had enjoyed a good market heretofore, to seek other outlets for their stock. The natural channels to which they turned were the department stores and chain stores. Some of these stores bought stock outright, but most of them would take stock only on consignment. It is easy to follow the results of this system of sales. Prices were lowered, stock was handled cheaply and poorly, and the opinion of the purchasing public was lowered towards the Nurseryman and his products.

"This condition was beginning to develop as early as 1928, when there was still a fairly good market for most items. After the stock market crash of 1929 conditions in our industry went from bad to worse reaching the all time low point this past season, when roses retailed for 5 cents each and other stock in proportion.

"It is not my object to criticize any person, firm or groups of persons. I have merely tried to give my conception of the conditions that the Nursery industry has just passed through and which it faces at the present time.

"Each one of you has been able to weather the storm through which we have just passed (and we hope that we have passed through) is to be congratulated, and by your presence here today you indicate that you are willing to at least consider carefully any suggestions that may be made for the betterment of our industry as a whole.

"In order to work together on any suggestions that may be offered by your Regional Planning Committee it is first necessary for each one of you to lay aside any personal jealousies or feelings and work on this matter as a body. We must, to a cer-

Marketing Agreement of Southwestern Region

Under the Agricultural Adjustment Act, as adopted by the Southwestern Regional Association of Nurserymen at Marlin, Texas, September 6-7, 1933.

The following Marketing Development Code, to be presented to the Nurserymen's National Planning Committee, is adopted by the Southwestern Regional Association of Nurserymen which covers the states of Texas, Louisiana, Arkansas and Oklahoma.

1. Approval of the Marketing Agreement Code adopted by the American Association of Nurserymen.

2. **Regional Organization**—The Southwestern Regional Association hereby sets up a Committee consisting of five members for administering the purposes of this Code, one member to be the President of the Southwestern Nurserymen's Association, and the other four members to be selected from each state within the territory of the Southwestern Regional Association. If any state has no State Nurserymen's organization to so function in the selection of a member of the Regional Supervisory Committee, or if the State Organization fails to so function, then the other members of the Regional Supervisory Committee, shall have the power to appoint a member from said state.

(a) All violations of this Code shall be reported to the Regional Supervisory Committee, which is hereby empowered to draw up and enforce such regulations and penalties as they may deem necessary, provided that same must be approved by the Nurserymen's National Code Committee and by the United States Department of Agriculture.

(b) Amendments to this Code and Appendix, including any amendments suggested or required by the Nurserymen's National Code Committee or by the United States Department of Agriculture, may be made by the Regional Supervisory Committee, providing that any such amendments must be approved by the Nurserymen's National Planning Committee and the United States Department of Agriculture.

3. **Unfair Trade Practices**: The following practices are considered unfair competition and are hereby prohibited:

(a) The payment or allowance to any customer, either directly or by subterfuges, of secret rebates, refunds, credits, commissions, or unearned discounts, whether in the form of money or otherwise.

(b) False invoicing, secret free goods, piracy of designs, (the use of plans, specifications or designs without the consent of the owner) or secret freight absorption (the absorption of freight charges not specified in the terms of sale).

(c) Willfully inducing or attempting to induce the breach of any existing contracts.

(d) The sending of prices other than retail through the mails in such a manner as to expose prices.

(e) Dropped lines, surplus stocks, bankrupt or receivership stocks, stocks sometimes designated as "close-outs", or inventories which must be converted into cash to meet immediate needs shall be reported to the Supervisory Committee and be disposed of subject to the approval and with the help of the Supervisory Committee.

(f) That there shall be no free guarantee of plants to live and that there shall be no additional charge of 10% or more of the selling price where such insurance is demanded.

(g) Publications of any false, untrue or deceptive statement by bulletin or advertising concerning the grade, quality, quantity, character or nature of any variety of nursery stock offered for sale.

(h) Publication, dissemination or circulation of any false or misleading information relative to any product of any member of the industry or to any Nursery product of any locality, or any misleading statement relative to the ability of any member to perform any work or locality to dupe any Nursery product.

4. The Regional Supervisory Committee shall have the power to assess each Nurseryman an amount not less than Two (2) Dollars, nor more than five (5) dollars per year to finance the necessary activities and expenses of the Committee and to cover any assessments from the National Nurserymen's Code Committee.

Approved by the Southwestern Regional Planning Committee
C. C. MAYHEW, Chairman
GEO. F. VERHALEN, Secretary

SUPERVISORY COMMITTEE

Edward Baker, Fort Worth, Tex.
C. C. Mayhew, Sherman, Texas
J. O. Lambert, Jr., Shreveport, La.
W. M. Moberly, Bentonville, Ark.
Leo Conard, Stigler, Okla.

tain extent, change our whole method of thinking and, as Mr. Henry Chase says, 'Start thinking about what would be good for the group as a whole, instead of what is best for me individually'.

"Your Trade Agreements as approved by the National Association may be somewhat disappointing as a whole, but please remember that these agreements were designed to govern the entire industry, and that recommendations were made that each regional group consider and submit to the National Planning Committee any additional agreements that might be decided upon.

"There is one matter in regard to the Regional Trade Agreement that has been discussed considerably about which I wish to comment on at this time. That is the matter of a minimum cost price, both wholesale and retail, of Nursery stock.

"Members of the National Association are divided on this issue. Some say that it is impossible to set a minimum cost, as conditions of labor and land vary in different sections within the region. This is true and yet I see no reason why there cannot be an average struck that would be acceptable to everyone. Are we not as smart as the barbers, the cleaners and pressers, the dairymen, etc.? Certainly their rents,

labor and cost of land vary, but they are able to agree on a minimum cost. This is a question that is worthy of your deepest consideration and any action that is taken on this matter will influence the Nursery industry in the Southwest, in my opinion, more than any other one agreement, or possibly more than all of the other agreements combined.

"**State Nurseries**—This is another matter that should receive our careful consideration at this time. Under Sections 4 and 5 of the Clarke-McNary Act, it is possible for the government to grow and distribute trees and Nursery stock to the public. If any of you would sit confidently back and say that this doesn't amount to much and doesn't affect us, listen to these figures as presented to the American Association by E. C. Hilborn: In 1930 there were distributed 48,000,000 Forest Tree Seedlings. In 1932 there were distributed 102,000,000 plants.

"It is true that most of this stock was distributed in the North, but that is just because state Nurseries have not yet become established in our region.

"My recommendation would be that a Committee be appointed by the incoming President to work in cooperation with the

!NOVELTY ROSES!

GOLDEN CLIMBER }
COUNTLESS VANDAL }

Leaders for {
1933-34 { BLAZE
MARY HART
SOUVENIR

Popularized by National Advertising

Ask for new Price List

JACKSON & PERKINS COMPANY, NEWARK, NEW YORK STATE

LABELS FOR NURSERYMEN
THE BENJAMIN CHASE COMPANY
DERRY, N. H.

Write for Samples and Price List

SAXOLIN

DUPLIX
CRINKLED

**COSTS
LESS THAN
BURLAP**

**DOES A
BETTER JOB**

**MAKES
CLEAN - NEAT
BUNDLES**

**KEEPS THE
MOISTURE IN**

We will send full size working samples that will prove in your own shipping room that **SAXOLIN** is superior to any other wrapper for retaining dirt and moisture around the roots and delivering a clean, attractive package.

SAXOLIN is two sheets of kraft paper cemented with asphalt filler and crinkled to stretch and conform to shape of bundle.

It's waterproof—tough and easy to handle.

If you are using any special size material for wrapping tell us the size and we will send samples. Try **SAXOLIN** now and be ready for your next shipping season.

CHASE BAG Co.

Specialty Dept. - Cleveland, Ohio

"PAINESVILLE NURSERIES"



A SIDE from a complete line of general Nursery stock in every department, we specialize in:

**FIELD GROWN ROSES
FLOWERING CHERRIES
FLOWERING CRABS
FLOWERING THORNS
FLOWERING CORNUS
AZALEAS**

**DAPHNE CNEORUM
ETC.**

**MAPLES—Norway and Sugar.
SYCAMORE, ELMS, ETC.**

Our production keeps abreast of popular demand.

Our products emphasize Quality.
Our prices speak for themselves.

The Storrs & Harrison Company
PAINESVILLE, OHIO

A. A. N. Committee for the elimination of Sections 4 and 5 of this Act.

"Our best customer should be our State and National Governments. Already \$300,000.00 has been appropriated by the Federal Government to the State Highway Commissioner of Texas for the Improvement of State Highways. This improvement is to consist almost entirely of the planting of trees and shrubs along the Highways. This association should, in my opinion, sponsor a State Council for Improvement of Highways in the various states. Civic leaders of each community should be invited and the cooperation of the Garden Clubs should be obtained. This plan has worked successfully in other states and I hope that this association will give serious consideration to this very important matter. Here is our outlet for much stock if the proper people are contacted."

Landscape Gardening

Thomas B. Foster, Landscape Architect and conductor of the Landscape Gardening School of Denton, Tex., in introducing the man who was to speak on "The Fundamentals of Landscape Gardening," said:

"Landscape architecture and landscape gardening are not purely scientific studies. They are not dominated by formulas and no two problems are ever exactly alike. It is true that the successful landscape architect must possess some knowledge of engineering, and architecture, as well as horticulture. But he should have a fair knowledge of the principles of art, viz., form, proportion and color. The most pleasing results are obtained by the use of the same principles that an artist uses in painting a picture. As you know the most famous and most beautiful pictures were not created by merely the use of scientific principles but by a thorough knowledge of a series of principles, plus imagination, plus a sense of ability, plus a sense of the fitness of things. The most competent landscape architect that I know of in Texas is a man who calls himself a Nurseryman. His highly developed sense of the fitness of things sets him apart from his fellow craftsmen."

Mr. Foster then introduced the next speaker, Fred W. Westcourt, of the College

of Industrial Arts, Denton, Tex. Mr. Westcourt spoke at length on the general principles of design and emphasized the part played by color, form, proportion, balance and rhythm in the landscape picture. He displayed two models of an average-size lot. One of these showed the results generally obtained where no definite plan is followed and where the owner attempts to beautify his own yard by the use of the plants he likes and without regard to whether they fit into the general scheme or not. The other showed the same house and grounds with the planting, walks and drive arranged so that the entire scheme was in good taste and gave a good effect the year around.

Marketing Agreement Code

The report of the National Planning Committee and subsequent action thereon was one of the highlights of the convention. Following much discussion the Marketing Agreement Code, as given in another column, was adopted. W. C. Griffing, Beaumont, Tex., presented his code or trade agreement for consideration, but after action had been taken to adopt the national code as first presented. A motion to add two clauses from the Griffing Code to the adopted code failed by a slight margin. The two clauses had to do with minimum price fixing and labor costs.

A resolution was adopted that the Nurserymen of the Southwest begin immediately to live under the code as adopted, instead of waiting for a National Code before changing policies.

Resolutions—Officers Elected

Resolved, That we heartily indorse in general the work of the County Demonstration Agents, especially in the encouragement of the planting of fruit trees and instruction of the proper care of such trees, but we do not approve of the buying of large lots of trees by the agent for individuals in his county or his selling trees to individuals. We request the Texas Extension Service to discontinue such practice.

Resolutions were adopted on the deaths of four association members: Carl McGinnery, Tyler; F. T. Ramsey, Austin; W. L.

Hendrix, Farmersville; A. N. Stallings, Terrell, all of Texas; and copy of such sentiments were ordered sent to each family represented.

The following officers were elected: President—Edward L. Baker, Fort Worth, Tex. (third term); Vice-president, N. D. Woods, Oklahoma City, Okla.; Secy.-Treas., Mrs. Thomas B. Foster, Denton, Tex. The officers with J. O. Lambert, Jr., Shreveport, La., and Lee Mosty, Center Point, Tex., constitute the Executive Committee. Tyler, Texas, was chosen for the 1934 convention city, to be held on the first Wednesday and Thursday in September.

Entertainment Features

On Tuesday evening, Mr. and Mrs. J. H. Patterson entertained in their garden with a buffet lunch of sandwiches, cold drinks and watermelons. There was a program of singing and square dances. Wednesday evening the association banquet in the form of a barbecue picnic was held at the Marlin Municipal Park. A drive over the city and a swim preceded this. Later a dance was held at the Hilton Hotel. Thursday noon a luncheon was given by the association, accompanied by a short program of songs given by Marlin ladies with Mrs. A. C. Hornbeck in charge of the program. Mrs. Hornbeck rendered several saxophone solos. A garden party was scheduled for Thursday afternoon for the ladies but as many were leaving early they were taken to the home of Mrs. B. Linthicum in the morning for a short tour of inspection of her home and garden. Pictures were taken of the group in the garden.

Tyler rose growers said it with roses. Large boxes were brought to the convention filled with roses of every color. These were used to decorate the hotel, including a vase of roses in every room in the hotel; and a rose was pinned on every Nurseryman and lady present. A card accompanying every vase and blossom read, "Compliments of Tyler Rose Growers." There were actually thousands of roses.

L. W. FOSTER, Secy.

If it has to do with the Nursery Industry, send it in.

New Deal and Cooperative Era Program Features

California Nurserymen Looking Forward To Lively and Important Convention—California Flower Festival—State Legislation for Nursery Trade—State Nurseries

THE twenty-third annual convention of the California Association of Nurserymen will be held Sept. 18-20, earlier than had been planned, at Hotel Oakland, Oakland, Cal.

Says Secretary Kruckeberg in his "Call to Arms:"

In the Nursery industry these are times for positive, aggressive and unflinching action in which slackers and procrastination have no place. Initiative, vision, courage and a determination to achieve are the directing factors that will animate the Oakland convention and inspire the efforts of the delegates to rehabilitate the industry and place it again on the highway to success. To insure results the officers and committees are doing a splendid work insuring the success of the event.

It is earnestly desired that all committees will render instructive and fact finding reports on their respective subjects. The address of President George C. Roeding, Jr., will present activities of the Association during the past year, together with suggestions for the future prosperity of the Association. Not the least important feature in his address will treat of legislation bearing on the industry that has been enacted since our last Convention. Another address that promises hope and courage to the industry, is that of J. D. Meriwether, chief of the Nursery Service of the California Department of Agriculture. Since his appointment to the position (about two years ago) Mr. Meriwether has labored diligently to promote and foster the best interests of the commercial plant industry of California. Enjoying the confidence of Director of Agriculture A. A. Brock, and the service being strengthened and enlarged by the enactment of recent legislation, it assumes greater importance. No plantsman having the interests of the industry at heart should fail to hear this address and participate in its discussion. But why continue to dilate on all the good things. Read the program word for word, particularly those paragraphs pertaining to new legislation and the "New Deal" in business and then attend the Oakland Convention.

In the adoption of codes to meet either the demands of the Agricultural Adjustment Act or the National Industrial Recovery Act, the reaction of average persons will center on self-interests; even under the most favorable conditions and a healthy altruism, the ego can never wholly get away from its own shadow. Code discussion and code creation flicker around the pedestal of selfishness, which is the one thing that the President and his administration are trying

to suppress, substituting therefor fair play and the square deal; to replace a vicious, ruthless and unfair competitive system with a tolerant, helpful and efficient system of co-operation. This is not a chimera nor an illusionary dream, but a living, breathing, palpitating fact, pulsating with a robust activity from the rock-bound coast of Maine to the balmy shores of California. It is a truce to selfishness and greed in business.

Program and Itinerary

Papers and Discussions

Monday Morning, September 18

Convention called to order. President, George C. Roeding, Jr., Niles.

Welcoming remarks, R. D. Hartman, San Jose.

Response, H. A. Marks, Los Angeles.

President's Annual Address, George C. Roeding, Jr., Niles.

Treasurer's Annual Report, M. R. Jackson, Fresno.

Remarks by Chairman Board of Directors, J. M. Asher, Compton.

Secretary's report, Henry W. Kruckeberg, Los Angeles.

Recess for presentation of applications for new membership and payment of dues.

Reports of Standing Committees

Arbitration, Hans Plath, San Francisco.

Arboretums, Eric Walther, San Francisco.

Beautification Highways, George C. Roeding, Jr., Niles.

Beautification Rural California, Paul J. Howard, Los Angeles.

California Gardens, Ernest Brauntun, Los Angeles.

Citrus-Tropical Fruits, F. A. Tetley, Jr., Riverside.

Co-Operative Selling, Roy F. Wilcox, Montebello.

Deciduous Fruits, J. E. Bergtholdt, Newcastle.

Entertainment, W. A. Shunk, Modesto.

Insects and Disease, R. D. Hartman, San Jose.

Landscape Architecture, Walter F. Sheets, Riverside.

Luncheon hour.

Monday Afternoon—1:30 O'clock

Appointment of Convention Committees by the President.

Continuation of Standing Committee Reports.

Legislation, Roy F. Wilcox, Montebello.

Membership, W. A. Shunk, Modesto.

Native Vegetation, Theo. Payne, Los Angeles.

Nomenclature, John A. Armstrong, Ontario.

Plant Standardization, George C. Roeding, Jr., Niles.

Plants and Flowers, A. Eddie, Del Monte.

Program, H. Plath, San Francisco.

Publicity, J. A. McDonald, Niles.

Trade Exhibits, B. E. Amyx, Niles.

Transportation, A. W. Elmslie, Ontario.

Viticulture, M. R. Jackson, Fresno.

Monday Evening—8:15 O'clock

Readjustments in the Nursery Business, C. B. Hutchinson, Dean of the Giannini Foundation, University of California, Berkeley.

HOPEDALE NURSERIES FOR SALE

Wild plant business, general equipment and modern home—to settle the J. W. Griesemer estate. Inquire of

C. W. SUTTER

American National Bank, Pekin, Illinois

Practical Nurseryman

And LANDSCAPE GARDENER, with salesman experience, for an interest. Wonderful opportunity for a good man. Nursery well located and improved. Apply at once.

Address B-30, care AMERICAN NURSERYMAN.

State Nursery Activities During the Past Year—J. D. Meriwether, Chief Bureau Nursery Service, Department of Agriculture, Sacramento.

Common Interests of Nurserymen and Agricultural Commissioners, Gordon Laing, President State Association of Agricultural Commissioners.

How to Increase Sales to Present Customers, J. W. Lane, Publisher Sunset Magazine, San Francisco.

Luncheon hour.

Tuesday Afternoon—1:30 O'clock

Encouraging Facts About the C. A. of N. Code.

Substituting a Healthy Cooperation for a Diseased Competitive System.

Establishing Plant Grades and Standards to Maintain Quality.

Building Up Living Prices and Fair Trade Discounts.

Tuesday Evening

The twenty-third annual banquet of the association will take place, particulars of which will be announced by the President.

Ladies' Auxiliary Night

Mrs. J. M. Asher.....President

Mrs. E. Carlson.....Vice-President

Mrs. Forsythe.....Secretary-Treasurer

On this occasion the ladies will provide a program showing the "New Deal" in Association affairs that promises to be amusing as well as instructive.

Wednesday Morning, September 18

Report of Committee on Officers Reports.

Report of Committee on General Resolutions.

Reports of any Special Committees.

Election of Officers for 1933-34.

Unfinished business; new business; adjournment.

Wednesday Afternoon

In the afternoon, at 2 o'clock, a trip will be made through the Experimental Station at the University in Berkeley, to inspect the work there relative to fruit trees, ornamentals and floriculture, to be followed by a tour of the residential section of Piedmont. This trip is to take about three hours.

At 5 o'clock, a barbecue will be tendered the delegates on the grounds of the California Nursery Company, Niles, as guests of George C. Roeding, Jr.

This industrial civilization of ours has not to balance itself—it must match production to consumption—and must arrange to keep up the consuming power which underlies markets—Julius Klein

CLASSIFIED ADVERTISING

NURSERY ACCESSORIES

Nursery Tools, Leonard Full-strapped Spades, Kunde Knives and Shears, Budding Supplies. Free 80-page wholesale catalogue illustrates 600 tools. A. M. Leonard & Son, Piqua, Ohio.

NURSERY STOCK

One-quarter acre in center of town, 1000 Norway Maple up to 2 inch, etc. Both together or separately. F. G. Long, New Carlisle, Ohio.

Write for prices on Nursery Stock for Landscape Work. Arbor Vitae, Pines, Spruce, Firs and Junipers, 4-9 ft., all Specimens for Landscape Work. Also other varieties and sizes. Large assortment of Flowering Shrubs and Shade Trees for Landscape Work. Prices very reasonable. Highland Park Nurseries, P. O. Box 433, Sterling, Ill.

California Privet, Lombardy Poplars, Oriental Planes, Shrubbery, Evergreens, Perennials, etc., at special prices. Westminster Nursery, Westminster, Md.

Tennessee Natural Peach Seed—About 7000 seeds to the bushel. (The kind that germinate). Ask for prices. Southern Nursery Co., Winchester, Tennessee.

Japanese Cherries and Crabs, up to 12 feet; Magnolias, Lennel and Soulangesans, up to 10 feet. A. E. Wohler, Narberth, Pa.

Reach Nurserymen throughout the United States, at a minimum of cost, through the Classified Advertising Department. Write for rates, and other information. Forms close 8-10th for mid-month issue; 25-27th for first-of-month issue. American Nurseryman, P. O. Box 124, Rochester, N. Y.

WANTED

NURSERY SALES MANAGER

To take full charge of Landscape and Sales Department of large Nursery. Established trade. Salary and share of profits. Must have good education and proven executive ability. Address B-23, care American Nurseryman.

Salesman Wanted

To handle a high class landscape trade in a mid-western city, by an established nursery with good reputation and an efficient landscape department. State training and experience.

Address B-25, care American Nurseryman.

Marketing Agreement Code Approved and Adopted By Central Regional Group of Nurserymen

The following Marketing Development Code to be filed under the Agricultural Adjustment Act is adopted by the Central Regional Association of Nurserymen which covers the states of Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, South Dakota, and Wisconsin.

Participation

This Code has been drawn and is approved and subscribed to by a representative majority of the Nursery industry of the Central Regional Association, which, however, imposes no unequal restrictions upon other individual Nursery concerns which may hereafter desire to subscribe to it and assume their respective share of responsibility for its enactment and operation. This Code shall apply to and govern the practices of:

- (a) Every Nurseryman and Nursery establishment holding membership in any organization that shall formally and officially adopt it through action of its regularly constituted Executive Committee or Board of Directors.
- (b) Every other individual or firm that shall indicate in writing to the Secretary of the Executive Committee, hereinafter provided for, his or its desire to adopt it.

Executive Committee

The Central Regional Association of Nurserymen hereby sets up an Executive Committee consisting of eleven members for administering the purposes of this Code, one member to be selected from each State within the territory of the Central Regional Association of Nurserymen by the State Nurserymen's Organization of that State. If any State has no state organization so function in the selection of a member of the Executive Committee, or if the state organization fails to so function, then the other members of the Executive Committee shall have the power to appoint a member from said State.

(a) All violations of this Code shall be reported to the Executive Committee, which is hereby empowered to draw up and enforce such regulations and penalties as they may deem necessary, provided that same must be approved by the Nurserymen's National Code Committee and by the United States Department of Agriculture.

(b) Amendments to this Code and Appendix, including any amendments suggested or required by the Nurserymen's National Code Committee or by the United States Department of Agriculture, may be made by the Executive Committee, providing that any such amendments must be approved by the Nurserymen's National Planning Committee and the United States Department of Agriculture.

Labor

Due to the perishable nature of Nursery stock, the necessity for prompt handling during proper seasons, and variable weather conditions, the maximum hours of Nursery labor (Nursery executives and foremen excepted) shall not exceed 54 hours per week during the budding, digging, or shipping season, nor more than 48 hours per week during the remainder of the year with a minimum wage of 20c per hour, except that the minimum wage for junior labor between 16 and 18 years of age shall be 15c per hour. The maximum hours of Nursery office labor shall be 48 hours per week during the digging and shipping seasons and 40 hours per week during the balance of the year, with a minimum wage of 25c per hour.

Production Curtailment

During the Fall of 1933 and the Spring of 1934 combined, 25 per cent less plants shall be propagated and planted than the average of the yearly plantings made during the Fall and the Spring seasons of the years 1930-1931, 1931-1932, 1932-1933. Curtailment of propagation and planting for the season of 1934-1935 shall be subject to determination by the Executive Committee in the light of statistics of production and distribution compiled as hereinafter provided.

Consignment Selling

No Nurseryman shall, directly or indirectly, sell stock on consignment.

Horticultural Standards

Grading Standards as adopted by the American Association of Nurserymen at the annual conventions of 1923, 1928, 1930, and 1931 shall be adopted.

Terms of Sale

Terms of sale shall conspicuously appear on all published price lists, special quotations, acknowledgments of orders, and invoices.

(a) Wholesale Terms of Sale shall not exceed sixty days net, with a cash discount of two per cent for cash within ten days of invoice and shipment, or one per cent within thirty days. Payment shall be defined as payment by cash or current check.

(1) Invoices for stock shipped during the late Fall or Winter months for Spring use may be dated not later than April 1st.

(2) Interest at the rate of six per cent per annum shall be charged on all wholesale accounts from date of maturity.

(b) Retail Terms of Sale shall not exceed thirty days net.

(c) Consumers of any class shall not be quoted wholesale prices. Consumers are those who buy Nursery stock but do not resell.

Unfair Trade Practices

The following practices are considered unfair competition and are hereby prohibited:

(a) The payment or allowance to any customer, either directly or by subterfuges, of secret rebates, refunds, credits, commissions, or unearned discounts, whether in the form of money or otherwise.

(b) False invoicing, secret free goods,

piracy of designs (the use of plans, specifications, or designs without the consent of the owner) or secret freight absorption (the absorption of freight charges not specified in the terms of sale).

(c) Willfully inducing or attempting to induce the breach of any existing contracts.

(d) The sending of prices other than retail through the mails in such a manner as to expose prices.

(e) The selling of goods below base cost price, growing contracts for future delivery made prior to propagation excepted.

(f) Dropped Lines or Surplus Stocks, sometimes designated as "close-outs", or inventories which must be converted into cash to meet immediate needs shall be reported to the Executive Committee and be disposed of subject to the approval and with the help of the Executive Committee.

Competitive Nursery Stock

The Nursery trade shall not handle, buy, or sell, or otherwise deal in Nursery stock produced by any tax-supported or tax-exempt institution or organization, such as state or municipal departments or parks, or by consumers' Nurseries, except stock in sizes over Nursery grades or new varieties not obtainable in the Nursery trade.

The sale to individual consumers or Nurserymen, except for reforestation purposes or for commercial timber production, or Nursery stock produced by penal institutions, or in Federal, State or institutional Nurseries, or in municipal, park, or cemetery nurseries is prohibited.

Cost Code

The base cost price for goods sold in the Central Region shall be arrived at by a discount of twenty per cent from the wholesale prices of the current year as determined, established, and disseminated by the Executive Committee.

Nursery Trade Statistics

This Central Regional Association regards the frequent and systematic gathering and dissemination of statistical information concerning past transactions with reference to the production, distribution, and marketing of its products as vital to the existence of the Nursery industry. It urgently recommends the establishment of an agency for the gathering and publishing of such statistics, and further recommends that the signers of this marketing agreement agree to furnish such information to any such agency as may be designated by the Executive Committee.

Credit Information

Some method of collecting credit information is also considered as of vital importance to the Nursery Trade, and its members are urgently recommended to make use of established credit organizations or to establish their own agency.

Classification of Purchasers

For the purposes of classification, the following shall be the definition of the various classes of purchasers of Nursery stock within the meaning of this Code:

(a) **NURSERYMEN**—Growers and producers of Nursery stock who have a land investment for the production of their stock and the majority of whose time throughout the entire year is devoted to the production and sale of such stock.

(b) **DEALERS**—Jobbers, Landscape Contractors, Department Stores, Florists, Seedsmen, and Peddlers who have no land investment for the production of Nursery stock.

(c) **LANDSCAPE ARCHITECTS**—Those who receive their livelihood solely from professional fees from their clients.

(d) **CONSUMERS**—Persons who buy Nursery stock but not for resale purposes, including the clients of Landscape Architects.

(e) **INSTITUTIONAL BUYERS**—Cemeteries, Institutions, Parks, and Shade Tree Commissions.

Section 14—This Code shall be in effect beginning ten days after its approval by the President of the United States or his regularly authorized and empowered representative.

Appendix

Section 1—The Executive Committee shall have the power to assess each Nurseryman subscribing to this Code an amount not less than two dollars (\$2.00) nor more than five dollars (\$5.00) per year to finance the necessary activities and expenses of the Executive Committee and to cover any assessments from the Nurserymen's National Code Committee.

Section 2—PRICE DIFFERENTIALS

(a) Basic prices to consumers shall not be less than double the wholesale base price as established by the Executive Committee.

(b) Dealers (Jobbers, Landscape Contractors, Department Stores, Florists, Seedsmen and Peddlers), and Institutional Buyers (Cemeteries, Institutions, Parks, and Shade Tree Commissions) shall not be quoted a price less than 25 per cent above the wholesale price.

Richland Nurseries, Vineland, N. J., changed ownership about six months ago, passing from Martin Graf to L. Coleman Hatch who is now sole proprietor.

Mr. Hatch was in the Nursery business in both Vineland and Millville, N. J., before he took over the Richland Nurseries. He is a University of Pennsylvania and Dartmouth graduate. Mr. Hatch plans to make extensive improvements this fall and winter. The Nurseries, comprising 20 acres of both fruit and ornamental stock, were established in 1922.

Henry T. Moon

Henry T. Moon, part owner and manager of the Moon Nurseries at Morrisville, Pa., died September 1 at McKinley Hospital, Trenton, N. J., following an emergency operation. He was 53 years old.

Henry T. Moon was the brother of J. Edward Moon, who was president of the American Association of Nurserymen in 1919-20 and who died suddenly in 1925 at the age of 42 years, from toxic poisoning. Mr. Moon comes from a family of Nurserymen. He was born near Morrisville in 1880, of Quaker stock, being the son of William H. and Ellen (Taylor) Moon and a direct descendant of the founder of one of the country's oldest Nurseries, being the sixth generation to follow the horticultural profession.

The Moon Family has records showing that James Moon, great, great, great grandfather of Henry, was engaged in growing and selling trees as far back as 1767 and on the same spot where the Moon Nursery still continues, at Morrisville, Pa. That goes back to Colonial times before there were any United States of America. It was from the Moon place that Washington and his Continentals set out across the Delaware River to fight the battle of Trenton, which turned the tide in the Revolutionary War.

Every generation of Moons has produced its Nurserymen. They have a known record of 166 years as Nurserymen at one location, the longest family record in the trade in America.

The Moons were descendants of Penn's colonists—members of the Society of Friends (Quakers). "They have been good men," writes a Nursery friend, "earnest, serious, intelligent and expert as Nurserymen, honored, respected, trusted. A Moon's word was always good."

Henry T. Moon is survived by his widow and three sons.

Southern Nurserymen Meet

One of the features of the annual meeting of the Southern Nurserymen's Association was the attendance of George F. Corrigan, of the A. A. A. office in Washington, who spoke and answered questions regarding the formation of a proper trade agreement and code for Nurserymen.

The Tentative Marketing Agreement of the A. A. N. was adopted with a few changes and suggestions, one being that Retail Terms should not exceed 30 days instead of "shall" not exceed 30 days. Also that no plants be sold on a guarantee-to-live basis, except that plants may be replaced within twelve months from date of purchase at 50% of the purchase price.

Commendable Feature

The program provided, at the first morning session, time for the general introduction of everybody present. We think this is a fine feature, and comment it to the other Nursery trade associations. It ought to create a more friendly and get-together attitude, and right from the start. We have been to numerous trade meetings of late, when discussion of code matters have brought forth new faces, where not even the officers or chairman knew who the speaker was. A general introduction of convention attendants, at the opening meeting, should create interest and aid in bringing non-members more quickly into the fold.

Program Closely Followed

The program was followed out, as planned. E. M. Quillen, Waynesboro, Va., spoke on "Display Ground Selling." C. R. Stephens, Jacksonville, Fla., discussed "Selling Nursery Stock Through the Chain and Ten-Cent Stores."

A general discussion followed, led by L. M. (Deacon) Jones, the Nurserymen's Code and Marketing Agreement being the topic of discussion uppermost.

Dr. R. W. Leiby, State Entomologist, Raleigh, N. C., spoke on "The Japanese Beetle in the South." C. A. Simpson's address entitled "Land Improvement by the Use of *Crotalaria Spectabilis*" was of special interest.

Officers Elected

The following officers were elected: President, L. M. Jones, Norfolk, Va.; Vice-president, W. L. Monroe, Atlanta, Ga.; Chairman, Executive Committee, E. E. Chatin, Winchester, Tenn. W. C. Daniels, Charlotte, N. C., was re-elected secretary-treasurer. Next year's meeting will be held at Asheville, N.C.

DIRECTORY OF NURSERY TRADE ASSOCIATIONS OF AMERICA

American Association of Nurserymen—Charles Sizemore, Secy., Louisiana, Mo.
Alabama Nurserymen's Association—H. A. Pauly, Secy., 3915 Bessemer Blvd., Birmingham.

Arkansas Nurserymen's Association—W. M. Moberly, Secy., Sulphur Springs.

California Association of Nurserymen—Henry W. Kruckeberg, Secy., 340 S. San Pedro St., Los Angeles, Cal.

Connecticut Nurserymen's Association—A. E. St. John, Secy., Manchester.

Eastern Canada Nurserymen's Association—L. F. Burrows, Secy., 114 Vittoria St., Ottawa, Ontario.

Eastern Nurserymen's Association—Russell Harmon, Secy., Stroudsburg, Pa.

Fruit and Flower Club of Western New York—W. R. Welch, Secy., Geneva, N. Y.

Georgia Nurserymen's Association—J. Slater Wight, Secy., Cairo.

Idaho State Nurserymen's Association—Sidney A. Nelson, Secy., Boise.

Illinois Nurserymen's Association—Miles W. Bryant, Secy., Princeton.

Iowa Nurserymen's Association—C. C. Smith, Secy., Charles City.

Long Island Nurserymen's Association—Clifton Sammis, Secy., Huntington, L. I. Hold monthly meetings.

Association of Kansas Nurserymen—Chas. Scott, Secy., Topeka.

Kentucky Nurserymen's Association—Alvin Kidwell, Secy., Sparta.

Maryland Association of Nurserymen—Henry J. Hohman, Secy., Kingsville.

Massachusetts Nurserymen's Association—Winthrop H. Thurlow, Secy., West Newbury.

Michigan Association of Nurserymen—N. I. W. Kriek, Secy., Lansing.

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